

RJ REYNOLDS
TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #315288
Mr. J. Mitiguy
DOWLINGS, INC.

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear John:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to **\$38.00 (8 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: B. Cook
Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51845 7869

JUNE DELIVERY
SALEM TEAR TAPE
DOWLINGS, INC.

Product PO #526-A

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>2</u>
12300-24195	Full Flavor 100	<u>2</u>
12300-24196	Light	<u>2</u>
12300-24197	Light 100	<u>2</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: **May 26, 1998**
Ship Date to Retail: **Week of: June 8, 1998**
EFT \$ Amount: **\$2,481.36**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

JUNE DELIVERY

51845 7870

WHOLESALE : 315288 DOWLINGS, INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162301	163829	113568	CAP 'N' CORK	BELWOOD SHOP CTR.	COLCHESTER	VT	05446	2	2	2	2	8		2725
162301	163829	113608	MINOR'S COUNTRY MKT	RT 104	FAIRFAX	VT	05454	2	1	7	3	13		2134
162301	163829	475125	CHAMPLAIN FARMS #1	16 ROOSEVELT HWY	COLCHESTER	VT	05446	1	1	1	1	4	1657-0000	
162301	163829	502627	CHAMPLAIN FARMS	342 ROOSEVELT HWY	COLCHESTER	VT	05446	3		3		6		
162301	163829	509373	MILTON SHORT STOP02	ROUTE #7	MILTON	VT	05468	1	1	1	1	4	2681-0000	2513
162301	162323	576895	ALBURG SHORT STOP 3	RTE_2	ALBURG	VT	05440	23	23	23	23	92	2681-0000	3499
162301	163829	594886	MOBIL SHORT STOP 02	ROUTE 7	MILTON	VT	05468	1	1	1	1	4	2681-0000	3724
162301	163829	615922	WINOOSKI EXXON #12	E ALLEN ST	WINOOSKI	VT	05404			1	1	2	1657-0000	
162301	162323	664545	ALBURG EXXON SHORT STOP		ALBURG	VT	05440	1	1	1	1	4	2681-0000	
162301	162323	702261	SWANTON SHORT STOP	97 1ST ST	SWANTON	VT	05488	1	1	1	1	4	2681-0000	
162301	162323	711211	DICK & PAM'S MARKET	ROUTE 105	EAST BERKSH	VT	05447	1	1	2	1	5		
162301	162323	727620	P.J.'S MINIT STOP	190 S MAIN ST	ST ALBANS	VT	05478			1		1	1657-0000	
162301	162323	760317	CHAMPLAIN FARMS #27	RR 2 BOX 255	SWANTON	VT	05488	1	1	1	1	4	1657-0000	
163801	163829	456241	MOBIL SHORT STOP	1555 NORTH AVE	BURLINGTON	VT	05401	10	10	10	10	40	2681-0000	2858
163801	163829	500924	TAPT COR. SHORT STO	JCT. 2 & 2A #0	WILLISTON	VT	05495	1	1	1	1	4	2681-0000	2511
163801	163829	512774	MOBIL SHORT STOP 00	977 SHELBOURNE RD	SOUTH BURLI	VT	05403	1	1	1	1	4	2681-0000	2448
163801	163829	576934	MOBIL SHORT STOP	1314 WILLISTON RD	SOUTH BURLI	VT	05403	1	1	1	1	4	2681-0000	2449
163801	163828	595955	CHAMPLAIN FARMS #10	NO MAIN STREET	WATERBURY	VT	05676	1	1	1	1	4	1657-0000	
163801	163828	670403	FASTOP_EXXON	RT 100	WATERBURY	VT	05676	1	1	1	1	4	1657-0000	
163801	163827	679268	CHAMPLAIN FARMS	125 RAILROAD ST	SAINT JOHNS	VT	05819	1	1	1	1	4	1657-0000	
163801	163829	694308	SHORT STOP #143	RT #116 & COMMERC	HINESBURG	VT	05461	1	1	1	1	4	2681-0000	
163801	163829	740858	CHAMPLAIN FARMS	315 SHELBOURNE RD	BURLINGTON	VT	05401	1	1	1	1	4	1657-0000	
163801	163829	760698	MOBIL SHORT STOP 00	1830 SHELBOURNE RD	SOUTH BURLI	VT	05403	1	1	1	1	4	2681-0000	2539
163802	163828	437115	CHAMPLAIN FARMS #7	16 MAIN ST	RANDOLPH	VT	05060	1	1	1	1	4	1657-0000	
163802	163828	615934	BRANDON GULF #5	3 GROVE ST	BRANDON	VT	05733	1	1	1	1	4	1657-0000	
163802	163828	623941	SHORT STOP #014	N. MAIN ST.	RUTLAND	VT	05701	1	1	1	1	4	2681-0000	2450
163802	163828	663162	GROVE ST SHORT STOP	129 GROVE ST	RUTLAND	VT	05701	1	1	1	1	4	2681-0000	3352
163802	163829	665502	CHAMPLAIN FARMS	25 COURT ST	MIDDLEBURY	VT	05753	1	1	1	1	4	1657-0000	
163802	163828	670402	OCTANE SHORT STOPIN	ROUTE 4 EAST	RUTLAND	VT	05701	1	1	1	1	4	2681-0000	4430
163802	163827	723336	FASTOP	114 HANOVER ST	LEBANON	NH	03766	2	2	2	2	8	1657-0000	
163802	163828	755347	CHAMPLAIN FARMS #26	1 MAIN STREET	NORTHFIELD	VT	05663	1	1	1	1	4	1657-0000	

PAGE BREAK TOTAL ACCOUNTS 31 TOTAL QUANTITY 65 61 73 64 263

TEMPLATE TOTAL ACCOUNTS 31 TOTAL QUANTITY 65 61 73 64 263

Product PO # 526-A
 No Displays

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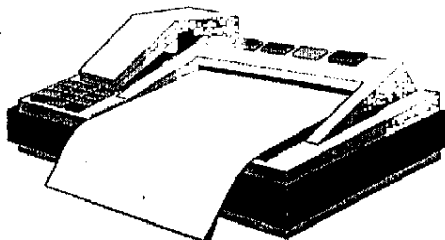
PACKING PAYMENT VOUCHER REQUEST FORM

51845 7872

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (DRIVE #806)										
BRAND STYLES (6M): SALEM FF / SALEM FF 100 / SALEM LT / SALEM LT 100										
**NOTE: THIS PROMOTION WILL BE SHIPPED MONTHLY UNLESS INDICATED IN COMMENT COLUMN (SMALL DIRECTS WILL RECEIVE DISTRIBUTION IN APRIL FOR APRIL-MAY-JUNE). RETAILERS SHOULD BE USING DISPLAYS SHIPPED WITH APRIL DISTRIBUTION.										
VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.										
DIV	SIS#	ACCOUNT NAME	NO DISPLAYS SHIPPED WITH JUNE PRODUCT	TOTAL NO. OF CARTONS (4 STYLES) ON TEMPLATE BEING SHIPPED TO RETAIL	TOTAL NO. OF 6M CASES SHIPPED TO DIRECT ACCOUNT (4 STYLES)	PACKING PAYMENT (\$4.75 Per 6M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 6/8/98	COMMENTS	VOUCHER # (For ROU Use Only)
S. MacLEOD										
1623	160600	DONAHUE TOBACCO (Handled by S/R 162302)	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #
1623	203290	H. FOURTINS (S/REP 162309)	N/A	361	12	\$57.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher #
1623	509977	H. FOURTINS (S/REP 162309)	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #
1623	335710	KINGSTON CANDY (Handled by S/R 162305)	N/A	155	4	\$19.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher #
1623	356150	LAVIN (Handled by S/R 162301)	N/A	64	2	\$9.50	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher #
1623	431520	MOHAWK (Handled by S/R 162303)	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #
1623	619822	WUSTEFELD (Handled by S/R 162306)	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #

J. CAMPBELL
R. J. REYNOLDS TOBACCO CO.
(716) 634-4179
FAX (716) 634-3145

SENDING A FAX!!



Salem
leaf
leaf

DATE: 5-7-98

TO: J. MITIGUY (FAX #(802) 893-5110)

NUMBER OF PAGES (INCLUDING COVER PAGE) 3

COMMENTS:

Hi John, PO Numbers have been set up as indicated on
the attached correspondence. Any questions, please call.

Thanks,
Judy

51845 7873

TRANSMIT CONFIRMATION REPORT

NO.	:	004	
RECEIVER	:	18028935110	
TRANSMITTER	:	RJ REYNOLDS	
DATE	:	MAY 07'98	15:37
DURATION	:	01'53	
MODE	:	STD	
PAGES	:	03	
RESULT	:	OK	

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